



Lead List

ENTER ALL LEADS INTO EXCEL WITH THE FOLLOWING INFO:

Name
Email
Phone
Address/City
Date Met
Where Met
\$ Spent (if you have this)
Checked consultant or party or both
History (parties, signed up, etc.)

ALL - 2 hours (immediate personal **email** to anyone you met
and include a receipt of their purchase in the email)
(add them to your newsletter list and toss)

PARTIES*/CONSULTANTS**

(don't forget the sellers can host a party first!)

- 2 days (call)
- 2 weeks (call)
- 2 months (call) --- if no contact,
then let it go

*As soon as you book a date, start a party worksheet

**As soon as you make contact, start a team member worksheet. If they aren't ready to join then offer a party and put the team member under a party worksheet

**SEND A MONTHLY NEWSLETTER
TO YOUR EMAIL LEAD LIST**